

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements, or, where no contract exists, a full statement of all the circumstances by reason of which the registrant is acting as an agent of a foreign principal. One original and two legible photocopies of this form shall be filed for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, copy of informational materials or other document or information filed with the Attorney General under this Act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy of every such document, other than informational materials, is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of any and all documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. The Attorney General also transmits a semi-annual report to Congress on the Administration of the Act which lists the names of all agents registered under the Act and the foreign principals they represent. This report is available to the public. Finally, the Attorney General intends, at the earliest possible opportunity, to make these public documents available on the Internet on the Department of Justice World Wide Web site.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .33 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC 20503.

1. Name of Registrant Global Communicators/ Harff Communications, Inc.	2. Registration No. <del>5214</del> 5241 SB
3. Name of Foreign Principal Croatian National Tourist Office, Inc.	

Check Appropriate Boxes:

4. ☐ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach a copy of the contract to this exhibit.
5. ☐ There is no formal written contract between the registrant and the foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach a copy of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
6. ☐ The agreement or understanding between the registrant and the foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and expenses, if any, to be received.

7. Describe fully the nature and method of performance of the above indicated agreement or understanding.


Organized and prepared for press trip to Croatia. Led 7-day press trip to Croatia.

8. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

See attached.

9. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act and in the footnote below? Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Date of Exhibit B	Name and Title	Signature
January 10, 2001	James W. Harff Chief Executive Officer	

Footnote: Political activity as defined in Section 1(o) of the Act means any activity which the person engaging in believes will, or that the person intends to, in any way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political interests, policies, or relations of a government of a foreign country or a foreign political party.



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**Global Communicators**

Virtual Marketing Division of iStaff Communications Incorporated

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Washington DC 20005202 371 0600  
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gc@globalcommunicators.com

September 5, 2000

*Via fax and mail*

**Ms. Nena P. Komarica**  
**General Manager, North America**  
**Croatian National Tourist Office, Inc.**  
**350 Fifth Avenue, Suite 4003**  
**New York, NY 10118**

Dear Nena:

Global Communicators is pleased to provide this proposal as you requested today for public relations advice, counsel and services associated with planning and arranging an October 2000 press trip to Croatia by North American consumer travel writers. Specifically, we will:

1. Identify and recruit 6-8 print and electronic journalists including daily newspaper travel editors, consumer travel publications, free lance writers with specific and confirmed assignments from consumer travel media, and other journalists with qualifying print or electronic media.
2. Design a seven-day itinerary (including travel days to and from Croatia) that provides journalists with a positive, informative and exciting picture of Croatia as a major European tourist destination.
3. Work closely with CNTO on all logistics including travel arrangements, hotel accommodations, meals, receptions and special events, and briefings by government and tourism industry leaders.
4. Prepare a briefing book and detailed itinerary for all of the media participants and CNTO officials.
5. Accompany the press trip during the entire itinerary, starting with departure from a U.S. gateway city and continuing through the trip. A Global Communicators professional staff member with experience in media relations and press trips will be assigned this responsibility.

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6. Follow up with media participants to answer questions and provide further information after their return from Croatia.
7. Monitor and report on media coverage of Croatia as a result of the press trip.

As compensation for our professional services, Global Communicators will be paid a project fee of \$10,000, including administrative expenses. Program expenses (travel) will be in addition to the project fee. Half of the fee (\$5,000) will be paid upon signing this Agreement and the other half (\$5,000) will be paid upon completion of the trip, on or about October 31, 2000. The fee will be paid in U.S. dollars and will be wire transferred to:

F&M Bank - Allegiance  
4719 Hampden Lane  
Bethesda, Maryland 20814 USA  
ABA Routing #055-002231  
HCI Account #01-053574-01  
Harff Communications Incorporated  
D/b/a Global Communicators

By accepting this proposal, CNTO agrees to and hereby does indemnify Global Communicators against any damages, costs and expenses, including reasonable attorney's fees, incurred in defending against any actions arising out of the release of materials previously cleared and approved by you or your representatives, and hereby expressly holds Global Communicators harmless from any damages, costs and expenses.

Nena, we look forward with enthusiasm to organizing this project as a means of substantially supporting your marketing efforts in North America.

Best regards,



James W. Harff  
Chairman and CEO

Accepted by:



Nena P. Komarica  
For the Croatian National Tourist Office, Inc.

Date: 24/12/2000

Croatian National Tourist Office, Inc.  
April 1, 2000 – September 30, 2000

Compiled list of American travel writers for possible press trip.

Called, faxed and e-mailed travel writers to gain their participation in the trip.

Notified travel writers' organizations about the trip.

Wrote background materials on Croatia and distributed to writers who agreed to participate in the October trip.

Worked with the Croatian National Tourist Office, Inc. on press trip itinerary.

02/10/00 10:10 AM  
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